



FY2015 First Half Financial Results

Mitsubishi Motors Corporation
October 27, 2015

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All-new Pajero Sport

Increase in Net Sales and Decrease in Profits Year-on-Year Achieved the Forecasts Planned for 1st Half of FY2015

(billion yen)

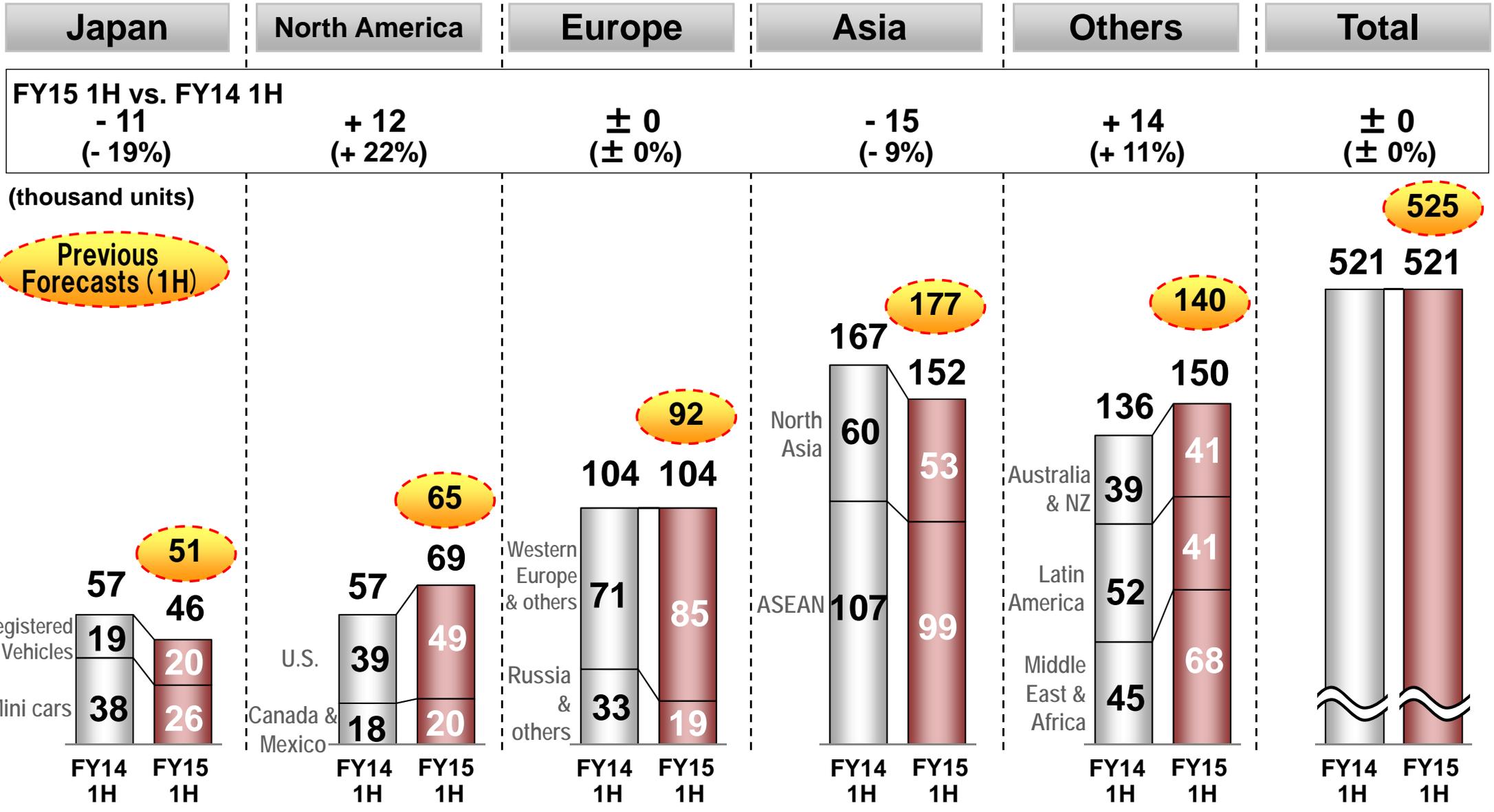
	FY14 1H (Apr 2014- Sep 2014)	FY15 1H (Apr 2015- Sep 2015)	Increase/ Decrease		FY15 1H Forecasts (Announced on Apr 24)	Increase/ Decrease	
			Amount	%		Amount	%
Net Sales	1,035.1	1,069.8	+34.7	+3%	1,020.0	+ 49.8	+ 5%
Operating Income (Margin)	62.7 (6.1%)	58.4 (5.5%)	- 4.3	- 7%	50.0 (4.9%)	+8.4	+17%
Ordinary Income (Margin)	73.6 (7.1%)	58.5 (5.5%)	- 15.1	- 20%	52.0 (5.1%)	+6.5	+13%
Net Income[*] (Margin)	60.9 (5.9%)	52.1 (4.9%)	- 8.8	- 14%	41.0 (4.0%)	+11.1	+27%

* Net income attributable to owners of the Parent

FY2015 1H Sales Volume Results by Region (Retail, vs. FY2014 1H)



Sales Volume Remained at the Same Level Year-on-Year
Increases in North America, the Middle East & Africa Overcame Decreases in Japan and Asia



Note: Sales volume of FY2015 1H refers to preliminary results.

Analysis of Increase/Decrease of Operating Income (vs. FY2014 1H)



Decrease in Operating Income Due to the Increase in Costs on Quality Measures in Market and others

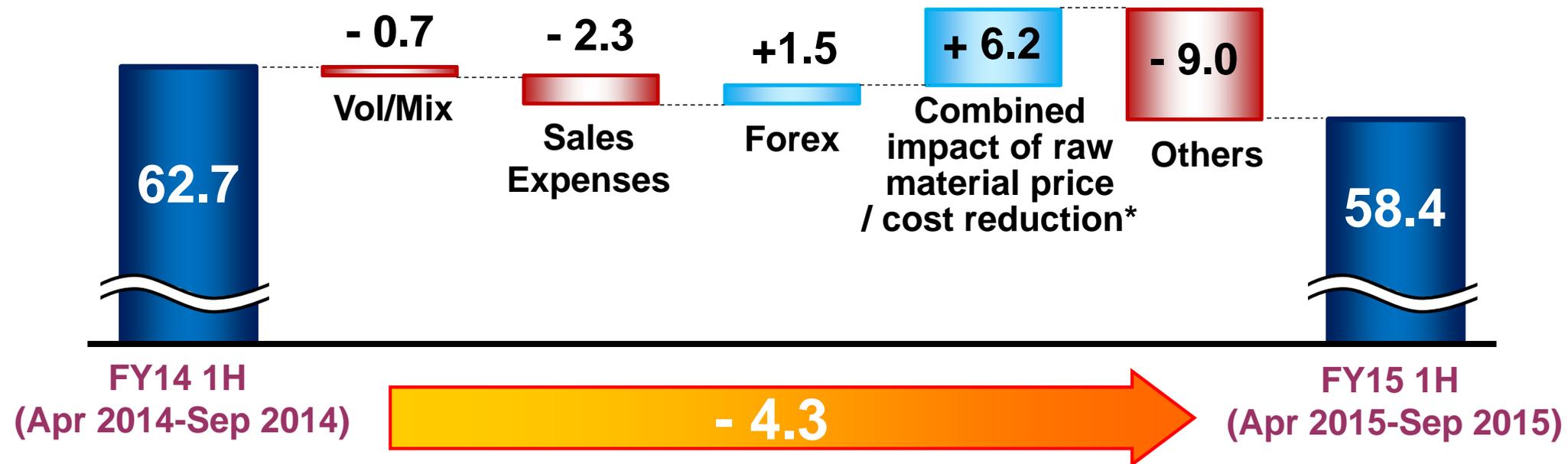
Vol/Mix by region	
Japan	- 2.1
North America	+ 6.3
Europe	- 0.6
Asia	- 6.1
Others	+ 1.8

Forex effect by main currency			
	Forex rate(yen)		Effect (billion yen)
	FY14	FY15	
USD	103	122	+ 18.4
EUR	139	135	- 2.7
AUD	96	92	- 2.6
THB	3.19	3.58	- 5.3
GBP	172	189	+ 3.4
RUB	2.91	2.15	- 8.2

Others	
R&D expenses	- 4.1
Costs on quality measures in market	- 6.8
Transportation cost and others	+ 1.9

(billion yen)

*the amount includes increase of expenses for product improvement



FY2015 Full-year Forecasts



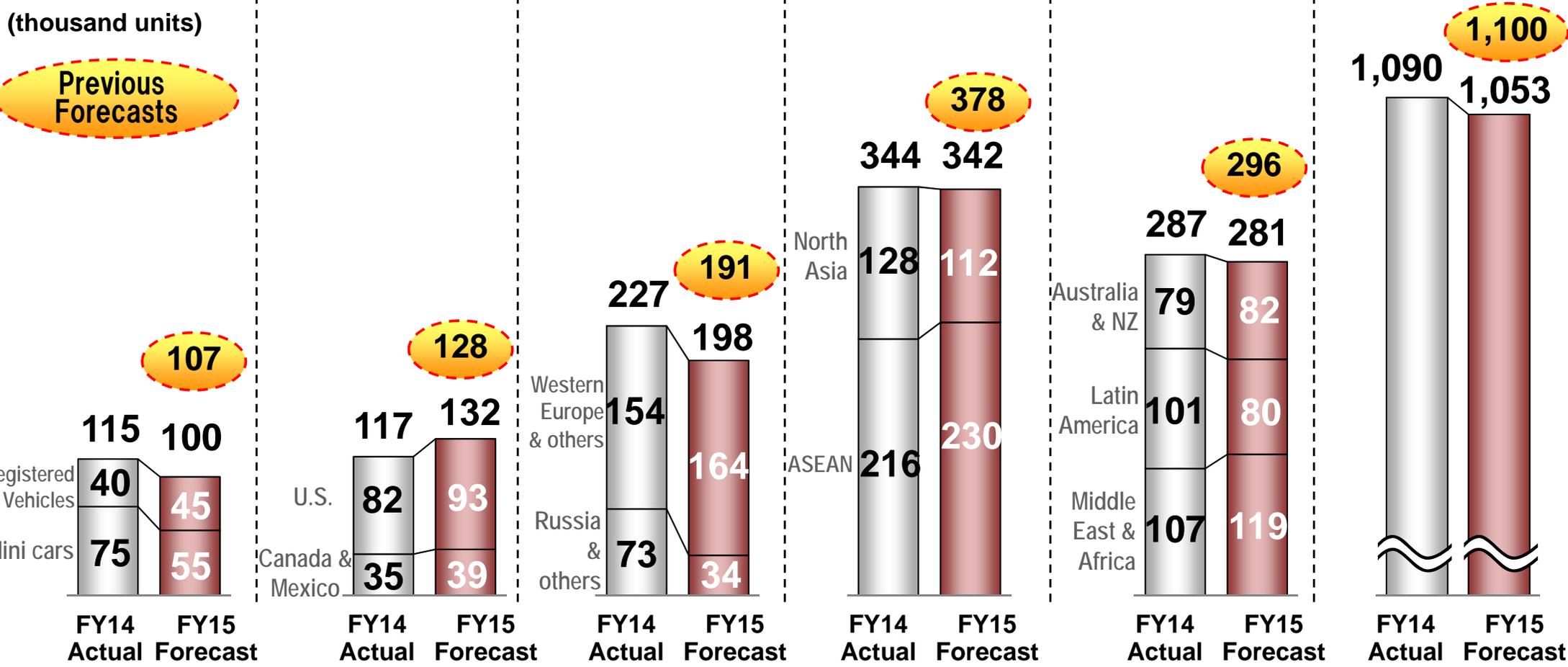
eK Custom

FY2015 Sales Volume Forecasts by Region (Retail, vs. FY2014)



Despite Increases in the United States and Western Europe, Sales volume Decreased Overall

Japan	North America	Europe	Asia	Others	Total
FY15 (Forecasts) vs. FY14 - 15 (- 13%)	+ 15 (+ 13%)	- 29 (- 16%)	- 2 (- 1%)	- 6 (- 2%)	- 37 (- 3%)



FY2015 Forecasts Summary (vs. FY2014 Actual)



No Change to Both Sales and Profits from the Previous Forecasts

(billion yen)

	FY2014 (Apr 2014- Mar 2015) Actual	FY2015 (Apr 2015- Mar 2016) Forecasts	Increase/Decrease		FY15 Forecasts (Announced on Apr 24)	
			Amount	%		
Net Sales	2,180.7	2,280.0	+99.3	+5%	2,280.0	Breakdown of change
Operating Income (Margin)	135.9 (6.2%)	125.0 (5.5%)	- 10.9	- 8%	125.0 (5.5%)	Vol/Mix + 20.0
Ordinary Income (Margin)	151.6 (7.0%)	130.0 (5.7%)	- 21.6	- 14%	130.0 (5.7%)	Sales Expenses - 4.0
Net Income* (Margin)	118.2 (5.4%)	100.0 (4.4%)	- 18.2	- 15%	100.0 (4.4%)	Forex - 22.0
						Combined impact of raw material price/ Cost reduction + 20.0
						R&D expenses - 7.4
						Indirect labor cost - 5.5
						Costs on quality measures in market and others - 12.0

* Net income attributable to owners of the Parent

Review of 1H and Initiatives from 2H onward



44th Tokyo Motor Show 2015 *Mitsubishi eX Concept*

- ◆ Despite sluggish economic conditions in emerging countries (i.e. our main markets), 1H operating income finished above original forecast helped by our cost reduction efforts and favorable moves in exchange rates.
- ◆ Operating income decreased YoY in 1Q (April-June) but came back in 2Q (July-September).
 - ✓ Volume/model mix improved in Japan, North America, Europe and Australia.
 - ✓ All-new *Outlander* and all-new *Outlander PHEV* contributed to the improvement.
- ◆ Decided to end production at our US plant. We will push forward restructuring of our production system.
- ◆ Sales of the all-new *Triton* remained low in Thailand.
- ◆ In Japan, sales of MMC mini cars were behind plan.

Japan

◆ Aim to achieve full-year profitability as we did last fiscal year.

- We will promote the all-new *Outlander PHEV* by featuring revamped design, further advanced driving performance and the Vehicle-to-Home power supply function.
- We will increase sales of the all-new *Outlander*.
- We will introduce the new model year *eK Custom* with Dynamic Shield.



North America

◆ Returned to profitability last fiscal year. Aim to grow profits further this fiscal year.

- All-new *Outlander* has been favorably received by the market since its full-scale sales in August. We will turn this into successful retail sales.

Western Europe

◆ Adequately meet the increasing demand for environmentally friendly vehicles

- We will promote the *Outlander PHEV* by featuring its enhanced product competitiveness, including utility of SUV, driving stability of 4WD and major design revamp, as well as its environmental performance.

Thailand

- ◆ **Enhance competitiveness in products and sales network even in the continuously challenging market condition.**
 - All-new *Pajero Sport* received positive reviews for its design and equipment specifications and received over 10,000 pre-orders in two months after the release.
 - We aim to further improve our dealer services.



Indonesia

- ◆ **The market has high future potential. Investment in the new plant will be carried forward as planned in order to enhance production system in ASEAN.**
 - We will increase sales of the all-new *Triton* launched in August.



New Indonesian plant under construction

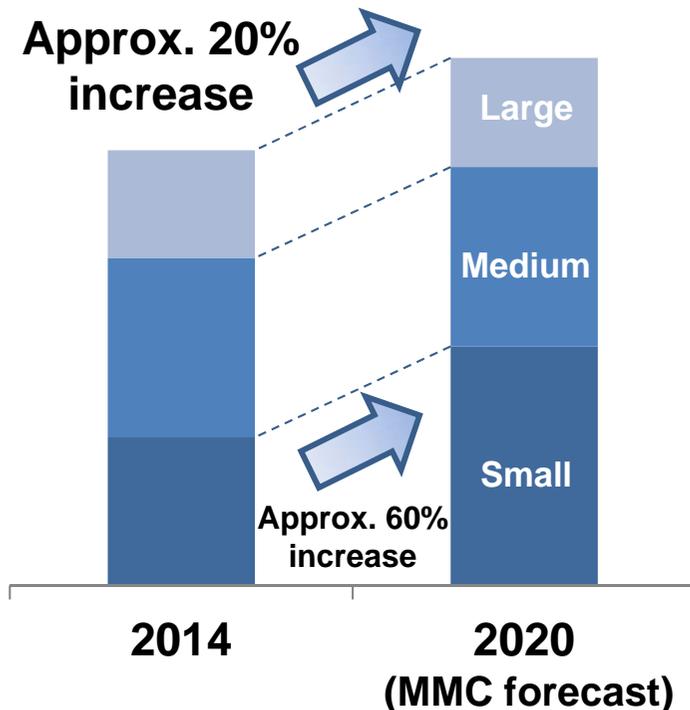
Philippines

- ◆ **Further strengthen the business foundation as an ASEAN country which is as important as Thailand and Indonesia.**
 - We will introduce our main product, the all-new *Pajero Sport*, in 4Q.

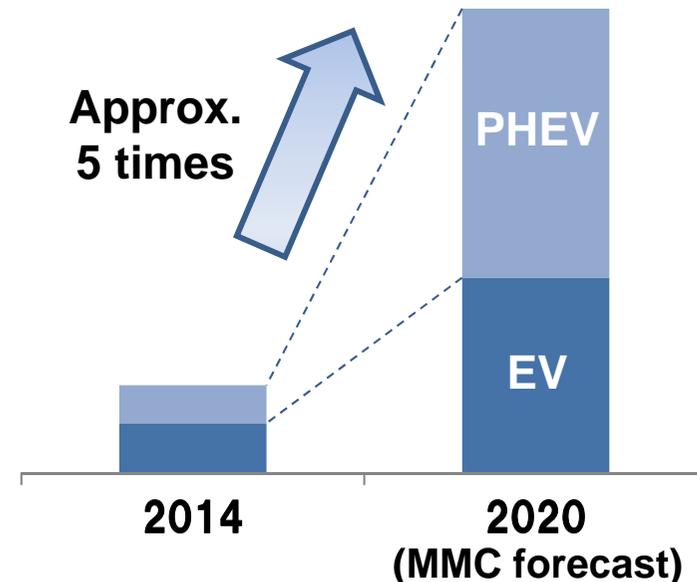
Market outlook

- ◆ Globally, SUV segment will show the highest growth rate.
- ◆ By class, medium- and small-sized SUVs will have large markets with small-sized cars showing the highest growth rate.
- ◆ In 2020, EV+PHEV market will be about 5 times bigger than in 2014.

Demand forecast by SUV class

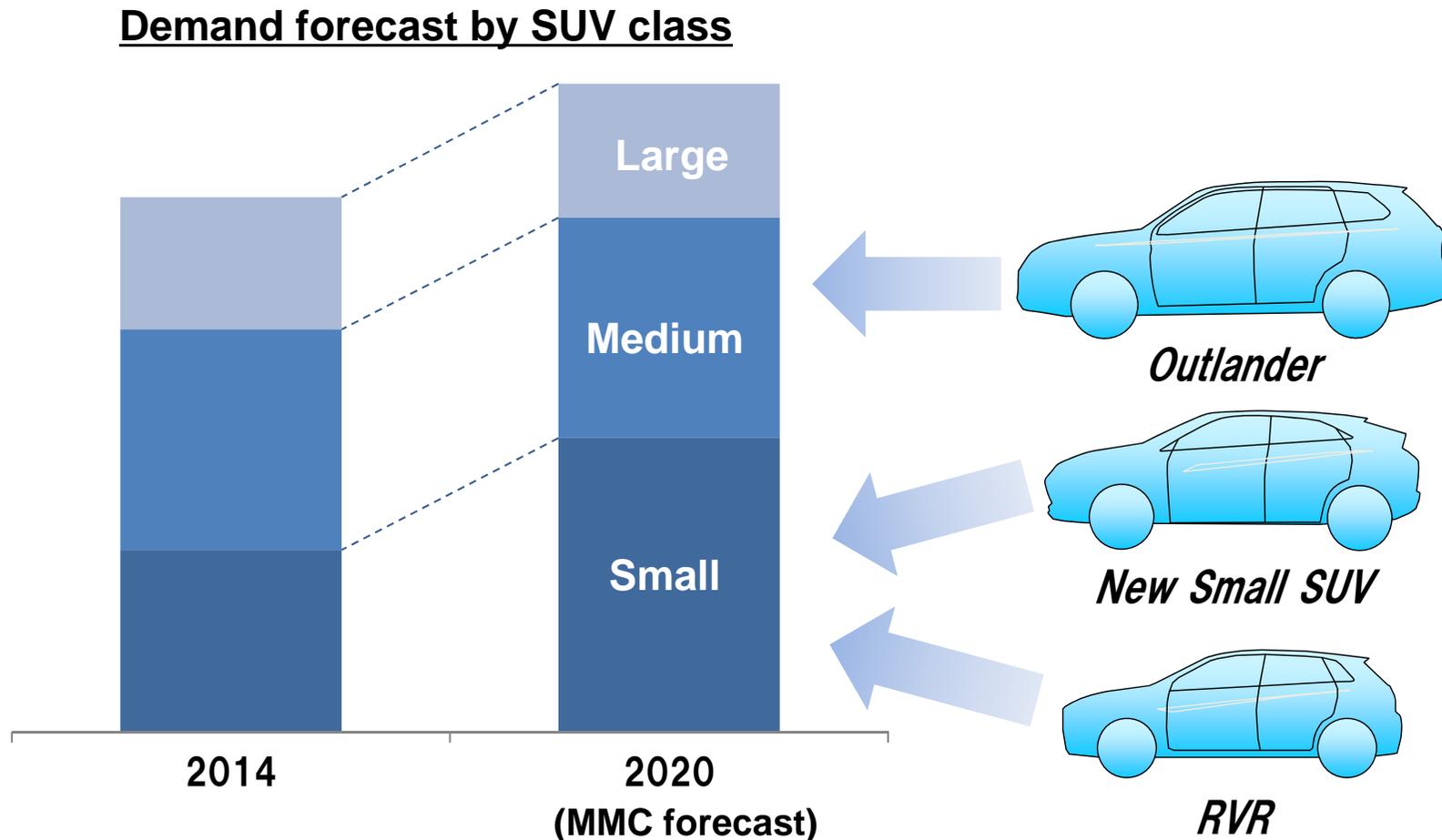


Demand forecast of EV/PHEVs



Our initiatives

- ◆ Enhance the lineup of medium- to small-sized SUVs in anticipation of the changes in the market.
- ◆ Equip all the above models with EV/PHEV technology.



■ FY2015 1H Results

**Increase in Net Sales and Decrease in Profits Year-on-Year
Achieved the Forecasts Planned for 1st Half of FY2015**

- **Retail Volume** 521,000 units, 0% up
- **Wholesale Volume** 603,000 units, 4% down
- **Net Sales** 1,069.8 billion yen, 3% up
- **Operating Income** 58.4 billion yen, 7% down
- **Ordinary Income** 58.5 billion yen, 20% down
- **Net Income *** 52.1 billion yen, 14% down

■ FY2015 Full Year Forecasts

No Change to Both Sales and Profits from the Previous Forecasts

- **Retail Volume** 1,053,000 units, 3% down
- **Wholesale Volume** 1,251,000 units, 3% down
- **Net Sales** 2,280.0 billion yen, 5% up
- **Operating Income** 125.0 billion yen, 8% down
- **Ordinary Income** 130.0 billion yen, 14% down
- **Net Income *** 100.0 billion yen, 15% down

Appendix



New *Outlander PHEV* Takes On Baja Portalegre 500 Challenge

FY2015 Results Summary (by quarter)



(billion yen/ thousand units)

	FY15 1Q (Apr-Jun)	FY15 2Q (Jul-Sep)	FY15 1H (Apr-Sep)
Net Sales	500.5	569.3	1,069.8
Operating Income	18.6	39.8	58.4
Ordinary Income	24.1	34.4	58.5
Net Income	24.0	28.1	52.1
Sales Volume (retail)	262	259	521
Sales Volume (wholesale)	291	312	603

Forex Rate (yen)

USD	121	122	122
EUR	133	136	135
AUD	94	90	92
THB	3.68	3.49	3.58

FY2015 1H Financial Results by Region (vs. FY2014 1H)

(billion yen)

	FY2014 1H (Apr 2014- Sep 2014)	FY2015 1H (Apr 2015- Sep 2015)	Increase/ Decrease
Net Sales	1,035.1	1,069.8	+ 34.7
- Japan	212.7	183.9	- 28.8
- North America	117.0	179.4	+ 62.4
- Europe	277.3	247.6	- 29.7
- Asia	198.3	192.0	- 6.3
- Others	229.8	266.9	+ 37.1
Operating Income	62.7	58.4	- 4.3
- Japan	- 2.0	- 3.6	- 1.6
- North America	- 1.5	5.9	+ 7.4
- Europe	23.6	9.5	- 14.1
- Asia	23.3	29.1	+ 5.8
- Others	19.3	17.5	- 1.8

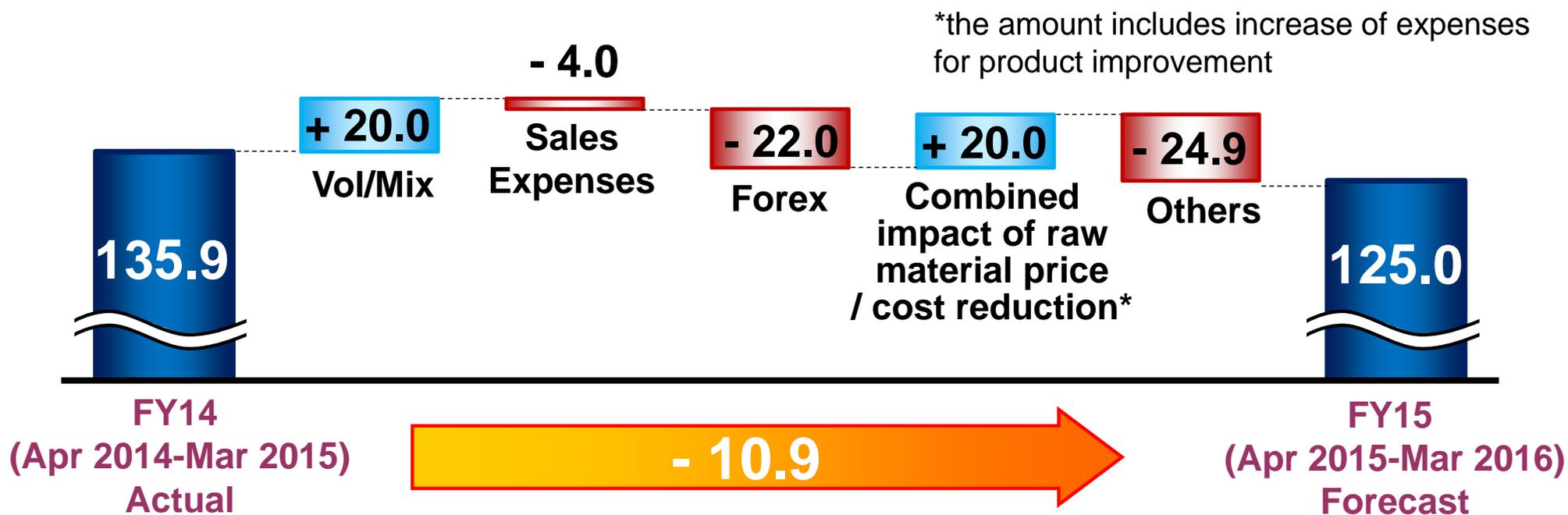
Analysis of Increase/Decrease of FY2015 Operating Income Forecast (vs. FY2014 Actual)

(billion yen)

Vol/Mix by region	
Japan	- 0.5
North America	+ 10.5
Europe	+ 11.0
Asia	- 3.0
Others	+ 2.0

Forex effect by main currency			
	Forex rate(yen)		Effect (billion yen)
	FY14	FY15	
USD	109	119	+ 21.0
EUR	139	133	- 8.0
AUD	96	86	- 15.0
THB	3.38	3.47	- 3.0
GBP	176	182	+ 3.0
RUB	2.71	1.98	- 9.0

Others	
R&D expenses	- 7.4
Indirect labor cost	- 5.5
Costs on quality measures in market and others	- 12.0



FY2015 Financial Forecasts by Region (vs. FY2014 Actual)

(billion yen)

	FY2014 Actual	FY2015 Forecast	Increase/ Decrease
Net Sales	2,180.7	2,280.0	+99.3
- Japan	445.3	420.0	- 25.3
- North America	275.8	340.0	+64.2
- Europe	514.4	500.0	- 14.4
- Asia	424.5	480.0	+55.5
- Others	520.7	540.0	+19.3
Operating Income	135.9	125.0	- 10.9
- Japan	2.0	0.0	- 2.0
- North America	0.5	12.0	+11.5
- Europe	39.1	16.0	- 23.1
- Asia	56.6	69.0	+12.4
- Others	37.7	28.0	- 9.7

Capital expenditure / Depreciation / R&D expense

(billion yen)

	FY2014 1H (Apr 2014-Sep 2014) Actual	FY2015 1H (Apr 2015- Sep 2015) Actual	FY2015 (Apr 2015-Mar 2016) Forecast
Capital expenditure (YoY)	22.8 (- 30%)	35.4 (+ 55%)	105.0 (+54%)
Depreciation (YoY)	25.2 (- 3%)	25.8 (+2%)	60.0 (+13%)
R&D expense (YoY)	34.4 (+9%)	38.5 (+12%)	82.0 (+10%)

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